

What is claimed is:

1. A data collection supporting system which includes a server which collects data regarding to deals from terminal devices being connected to said server via a network, comprising:

5 data input means for inputting the deal data collected by a sales agent to said server via said network;

data storing means for storing the deal data input by said data input means;

data analyzing means for analyzing the deal data stored by said
10 data storing means, to determine whether predetermined data items necessary for recognizing the deal status are failed or not; and

failure notification means for notifying said sales agent that the input deal data have failure.

2. The system according to claim 1, wherein,
15 said failure notification means notifies said sales agent to collect information for the failed data items.

3. The system according to claim 1, wherein,
said failure notification means notifies said sales agent of know-how for getting information out of a customer.

20 4. A server being connected with terminal devices via a network, comprising:

a data collecting unit which collects data regarding to business deals from said terminal device operated by a sales agent via said network;

25 a database which stores the deal data collected by said data

collecting unit so as to be associated with information of the sales agents and customers;

a data analyzer which analyzes the deal data stored in said database deal by deal to determine whether predetermined data items
5 necessary for recognizing the status of each deal are failed or not;

a message generator which generates a message representing that the collected deal data have failures when the failure is found; and

a message transmitter which transmits the message generated by
10 said message generator to said terminal devices operated by said sales agent via said network.

5. The server according to claim 4, wherein,
said message generator generates the message for requesting said sales agent to collect information regarding to the failed data
15 items from the customer.

6. The server according to claim 4, wherein,
said data analyzer analyzes the deal data in said database deal by deal to determine whether the deal data of each deal are completed or not;
20 said message generator generates a message for requesting a supervisor of said sales agent to make business decision on the deal concerned, in a case where said data analyzer determines that the deal data concerned are completed; and

said message transmitter transmits the message to a terminal
25 device operated by said supervisor via said network together with the

deal data of the deal concerned.

7. The server according to claim 4, wherein,
said database further stores know-how data representing
know-how for getting information out of a customer;
5 said data analyzer analyzes the deal data stored in said database
to select know-how data; and
said message transmitter transmits the know-how data selected
by said data analyzer to said terminal device operated by said sales
agent.
- 10 8. The server according to claim 4, wherein,
said data analyzer analyzes the deal data stored in said database
to determine whether the deal concerned should be continued or not.
9. A data collecting method for collecting data of business
deals in a computer system including computers being connected
15 from each other via a network, comprising the steps of:
collecting the deal data from a sale agent;
storing the collected deal data in a database;
analyzing the deal data in said database deal by deal to
determine whether predetermined data items necessary for
20 recognizing the deal status are failed from the deal data or not; and
notifying said sales agent that the deal data should be fulfilled,
and requesting said sales agent to collect the failed information from
a customer with notifying said sales agent of tips for getting
information out of the customer, in a case where it is determined that
25 the predetermined data items are failed.

10. The method according to claim 9, further comprising the steps of:

analyzing the deal data in said database to determine whether the deal data are completed or not;

5 requesting a supervisor of said sales agent to determine whether the deal should be continued or not, in a case where it is determined that the deal data for the deal concerned are completed.

11. A computer program product for causing a computer to execute a data collecting method comprising the steps of: collecting
10 the deal data from a sale agent; storing the collected deal data in a database; analyzing the deal data in said database deal by deal to determine whether predetermined data items necessary for recognizing the deal status are failed from the deal data or not; notifying said sales agent that the deal data should be fulfilled, and
15 requesting said sales agent to collect the failed information from a customer with notifying said sales agent of tips for getting information out of the customer when it is determined that the predetermined data items are failed; analyzing the deal data in said database to determine whether the deal data are completed or not;
20 and requesting a supervisor of said sales agent to determine whether the deal should be continued or not, in a case where it is determined that the deal data for the deal concerned are completed.

12. A computer data signal embodied in a carrier wave for causing a computer to execute a data collecting method comprising
25 the steps of: collecting the deal data from a sale agent; storing the

collected deal data in a database; analyzing the deal data in said database deal by deal to determine whether predetermined data items necessary for recognizing the deal status are failed from the deal data or not; notifying said sales agent that the deal data should be fulfilled
5 to request said sales agent to collect the failed information from a customer, together with tips for getting information out of the customer; analyzing the deal data in said database to determine whether the deal data are completed or not; and requesting a supervisor of said sales agent to determine whether the deal should
10 be continued or not, in a case where it is determined that the deal data for the deal concerned are completed.